

MAIL TO:  
Office of the Attorney General  
Registry of Charitable Trusts  
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<http://ag.ca.gov/charities/>

## COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

### ANNUAL FINANCIAL REPORT FOR 20 05

(California Government Code Section 12599)

Failure to file annual financial report by January 30<sup>th</sup> annually for each calendar year of solicitation may result in late fees as defined in Government Code Section 12596.1

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.



#### Name and Address of Commercial Fundraiser:

SD&A Teleservices, Inc.

Name of commercial fundraiser

101 Continental Boulevard, Suite 400

Address of commercial fundraiser

El Segundo

CA 90245

City, State, and ZIP Code

#### Name and Address of Charitable Organization:

CT No. 2238

F.E.I.N. No. 94-1415298

San Francisco Ballet

Name of charity

455 Franklin St.

Address of charity

San Francisco

CA 94102

City, State, and ZIP code of charity

Figures from (check one): National Campaign ☐ California Campaign ☒

Telemarketing

held (on) (from) 12/11/05, 20, to 12/31/05, 20

(Type of activity)

(Date or dates must be shown)

Is the contract between the commercial fundraiser and charity based upon a fee or percentage of revenue? Fee ☐ Percentage ☒ Other ☐

If other, provide brief explanation

#### 1. REVENUE

A. Cash contributions

\$12,745.00

B. Entertainment sales or admission charges

C. Sales from products

D. Advertisement sales

E. Membership fees

F. Other sources: (Specify)

a. \_\_\_\_\_

b. \_\_\_\_\_

c. \_\_\_\_\_

d. \_\_\_\_\_

Fa.

Fb.

Fc.

Fd.

G. TOTAL REVENUE

\$12,745.00

G.

#### 2. EXPENSES

A. Fees or commissions

B. Salaries

C. Payroll taxes

D. Employee benefits

E. Cost of merchandise for resale

F. Cost of entertainment

G. Postage

H. Advertising

I. Telephone

J. Rental of equipment

K. Facilities charge

L. Permits

M. Other expenses: (Specify)

a. \_\_\_\_\_

b. \_\_\_\_\_

c. \_\_\_\_\_

d. \_\_\_\_\_

Ma.

Mb.

Mc.

Md.

N. TOTAL EXPENSES

\$16,164.00

N.

**COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES  
ANNUAL FINANCIAL REPORT FOR 2005**

(California Government Code Section 12599)

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3. Amount to charity (subtract line 2N from line 1G) -\$3,419.00 3.
4. Less additional fundraising expenses paid by charity including fee paid to commercial fundraiser (to be completed by charity) \$0.00 4.
5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s) \$0.00 5.
6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3) -\$3,419.00 6.

7. (a) Does any officer, director, partner or owner of the commercial fundraiser have any affiliation with or control over, directly or indirectly, the charitable organization for which the commercial fundraiser has contracted to solicit?

☐ Yes ☒ No If "yes" complete the following:

Name of officer, director, partner or owner of commercial fundraiser	Name and address of charitable organization	Relationship of officer, etc. to charitable organization
See attached list of officers and directors		

- (b) For each affiliation identified in 7(a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge and belief, it is true, correct and complete.

San Francisco Ballet  
2005 - 2006 TeleFundraising Campaign

Total money received by	San Francisco Ballet	\$12,745
Total fees* paid to	SD&A Teleservices, Inc.	\$16,164
Total net to	San Francisco Ballet	(\$3,419)

Total fees and commissions paid to SD&A Teleservices, Inc. by San Francisco Ballet	\$16,164
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Cost of Campaign:	
salaries: agents and managers	\$10,022
payroll taxes	\$995
advertising and supplies	\$272
Cost of Operations:	
operating expenses	\$4,041
Total expenses paid by SD&A Teleservices, Inc. out of commissions earned from San Francisco Ballet	\$15,331
net	\$833

\*these expenses are percentages of Commissions based on SD&A Teleservices, Inc.'s operating ratios.

SD&A Teleservices, Inc. does not receive donated funds. All monies rec'd are as reported to SD&A Teleservices, Inc. by the charitable organization.